Makers pay $2 million for Washington lemons

By Helen Kahn
SENIOR CORRESPONDENT

Attorney General Ken Eikenberry said awards to consumers resulted in buybacks or replacement of vehicles worth more than $2 million in the first year of Washington state's tough new lemon law.

He said the law has made manufacturers "much more responsive to consumers in their warranty concerns," and he said the makers have been settling disputes before they come under the lemon law.

For each of the Big 3, the share of lemon law complaints was higher than its market share. Three Japanese firms, each with more than 5 percent of the market, had a lower share of claims than their market shares.

Ford Motor Co. fared worst, logging 29 percent of the state's lemon law claims compared to its market share of less than 19 percent. General Motors also accounted for 29 percent of the claims, compared to its market share of almost 26 percent. Chrysler Motors recorded 18 percent of the claims vs. a market share of 13 percent.

In contrast, American Honda had fewer than 2 percent of the lemon claims, compared to a market share of 8 percent. Nissan Motor Corp. and Toyota Motor Sales both had about 2 percent of lemon law cases, while their market shares were 6 percent and almost 11 percent, respectively.

For small-volume sellers — those with less than 5 percent of the market — Mazda Motors of America performed best. Mazda accounted for slightly more than 2 percent of the complaints against a market share of almost 5 percent. Peugeot Motors of America and Yugo America had the poorest records among the small-volume marketers.

Washington's law includes a state-run arbitration program. It covers new vehicles sold at retail or leased for two years or 24,000 miles and requires a dealer to tell the consumer of his/her rights.

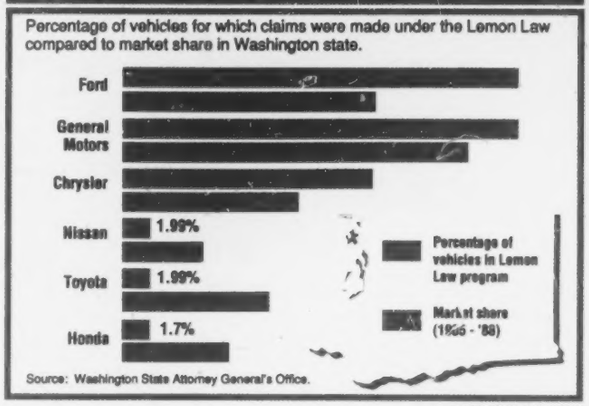
Rather than notifying the manufacturer of a problem, consumers need only notify a dealer while the vehicle is under warranty for the repair obligation period to start.

A vehicle is presumed to be a lemon after two or more attempts to repair a safety defect or four or more attempts to fix another problem or if the vehicle is out of service for 30 days, 15 of which must be in the warranty period.

A manufacturer that delays carrying out a decision by the state arbitration board can be fined $1,000 a day. In some cases, the manufacturer must pay $25 a day in rental-car costs, and the manufacturer may be assessed treble damages in cases taken to court. Buybacks must include collateral charges — fees, taxes and other charges — and incidental costs.

Under Washington's law, buybacks that have a "serious safety defect" cannot be resold without a manufacturer-guaranteed correction. Lemons whose defects do not involve safety may be resold without repairs but their lemon status must be disclosed.

Washington's Lemon Law claims



AUTOMOTIVE NEWS / C. WINTER

Results for smaller companies

Table shows the share of claims under Washington's lemon law compared to each company's market share (1985-88) in the state. (Market share in parentheses.)

American Isuzu Motors, 1.14 (0.97)
Audi of America, 0.57 (0.38)
BMW of North America, 0.57 (0.45)
Hyundai Motor America, 1.14 (1.4)
Mazda Distributors, 2.28 (4.98)
Mercedes-Benz, 0.57 (0.47)
Peugeot Motors of America, 1.71 (0.23)
Porsche Cars North America, 0.28 (0.16)
Saab-Scania of America, 0.57 (0.22)
Subaru of America, 1.71, (2.95)
Volkswagen United States, 0.85 (2.0)
Volvo North America, 0.28 (0.91)
Yugo America, 2.28 (0.17)

Source: Washington State Attorney General's Office

Car dealers' asset return off at 7.1%

McLEAN, Va. — Average return on assets for U.S. car dealers in the 1988 calendar year dropped to 7.1 percent, lowest since the recession of 1982, according to the National Automobile Dealers Association.

Import dealers showed the greatest decline in return on assets.

European-make dealerships saw a decline in average return on assets from 19 percent in 1986 to 6.2 percent in 1988. For Japanese makes, the return on assets fell from 16.1 percent to 7.4 percent.

Domestic dealers generally suffered less. They reported an average 7.3 percent return on assets in 1988, down from 9 percent in 1986.

Honda Division dealerships reported the highest return on assets among all makes with a 10.6 percent. Oldsmobile dealerships reported the lowest rate, with 3.7 percent.

Ford Division and Lincoln-Mercury dealers recorded the best return on assets among the domestic dealership, at 9.4 percent.

Other rates of return on assets were:

Chrysler-Plymouth and Dodge, 8.5 percent; Pontiac and Chevrolet; 6.4 percent; Cadillac, 4.6 percent; and Buick, 4.2 percent.

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Peter Bond, President of Peter Bond's Automotive Resource Group

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"'You Win Big' is a non-confrontational marketing, sales, management, and inventory program which has successfully integrated the four vital elements of a successful sales operation into a powerful total sales instrument," Bond says. "This plan has been installed in more dealerships across the nation than those of all other companies combined."

The firm's fee system involves no financial risk for the dealer, because Peter Bond's Automotive Resource Group receives only a portion of the increased gross profit produced while "You Win Big" is operating in the dealership.

The unique program will be especially effective for its clients in the competitive years to come, according to Bond. "After five years of research, development, and implementation over a major portion of the country in all types of markets representing all makes and models of automobiles, in small dealerships and some of the nation's largest, we feel we have produced the leading-edge program that will revolutionize the way vehicles are marketed and sold in the years ahead."

"We have spent hundreds of thousands of dollars in research, and retained and employed psychologists and educators from leading universities, as well as the most skilled sales and marketing professionals in the nation, to successfully integrate the four areas that enhance a dealership's sales efforts," Bond states.

Using this totally integrated program, marketing floods dealership showrooms with impulse buyers rather than shoppers. Inventory strategically selects the oldest units to be sold, while providing major increases in volume. The sales force motivates the prospect to buy with effective non-confrontational procedures, while management keeps everyone on track to follow the proven, successful steps of the program, using checks and balances built into the system.

"Our plan has led our dealer base to unparalleled volume records and has sharply enhanced gross profits per vehicle retailed," Bond states. "Our volume and gross profit levels are much higher than the automotive industry average."

"We like to say that our clients get their 'unfair share' of the market," Bond continues. "ARG represents only one dealer selling his brand of vehicles in each market. Often we've been able to feed off our dealer's competition to enhance his market penetration."

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"Our clients' gross profit levels are 75% higher than the industry norm."

To increase the program's effectiveness, ARG is computerizing the dealer's reporting methods and capabilities. Data from all dealer sales and managmement personnel is entered into a computer and evaluated daily at ARG headquarters. "Statistics on each person's efforts and results are reported to us daily, so we can react to any problem immediately," Bond says. "There is no better reporting system in the industry."

Both dealers and manufacturers have expressed a great deal of interest in "You Win Big," with all agreeing that it is truly the program to increase volume, gross, and profit in the competitive 90's.

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Todd Auto Auction, Old Route 309, P.O. Box 380, Telford, Pa. 18969. 215-721-1300 or 800-234-TODD. (Closed July 1 — 10). Next Sale — July 13th.

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Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

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Memphis Auto Auction, 2650 Mt. Moriah Rd, Memphis, Tenn. 38115. 901-794-7700. Sale every Tuesday at 11 AM. Mid-South's newest auto auction.

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Fort Worth Auto Auction (div. of GECAA), 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Tuesday. Contact: George Horton, 817-626-5494.

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U.S.-Japan glass firm serves Saturn

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

D&A Technology, a new U.S.-Japanese venture, plans to break ground this month for a Tennessee plant to supply windows and possibly other glass products to General Motors' Saturn plant in Spring Hill, Tenn.

The $5.3 million facility represents a partnership between Donnelly Corp. of Holland, Mich., and Asahi Glass of Japan.

Asahi, one of Japan's largest producers of automotive glass products, is the supplier of record to Saturn. Paul Kalkman, Donnelly senior vice president, said the joint venture was formed because the Japanese company is restricted from manufacturing directly in the United States.

Asahi has a licensing agreement to produce Donnelly products in Japan that stipulates the company cannot manufacture in this market. The joint venture will produce the products, and a wholly owned Asahi subsidiary, AP Tenntech Corp. will service the contract.

The venture is the first U.S. investment for Asahi, a conglomerate with holdings in mining and chemicals, and the first U.S. venture outside Michigan for Donnelly.

Kalkman said the companies cannot say specifically what glass products D&A will supply to Saturn, but he indicated they will include modular door windows. Modular windows are the largest market for Donnelly, which had 1988 revenue of $157 million.

Kalkman said the partners will break ground for the 51,200-square-foot plant early this month, with production scheduled to begin in early 1990. The plant initially will employ 80, and employment is scheduled to increase to about 160 within four years.

The plant will be in Mount Pleasant, about 30 miles south of Saturn's Spring Hill facility.

A Saturn spokeswoman confirmed that the company has been designated as a "supplier partner," Saturn's term for a supplier, but declined to comment further.

Saturn has maintained a high degree of secrecy about its suppliers. The spokeswoman said the policy was adopted to shield the suppliers from unwanted publicity, prevent competitors from learning what components the new car will use and prevent other customers from swamping the suppliers and tying up their production capacity.

Earlier this year, Milwaukee-based Johnson Controls announced that it would build a 133,000-square-foot manufacturing complex in Lewisburg, Tenn., to produce car seats for Saturn.

Saturn plans to manufacture 225,000 vehicles a year at the Tennessee plant, beginning with the 1991 model year.

AUCTION DATES

Ford Motor Co.

July 5 — Aptco Auto Auction, Taylor, Mich.

July 6 — 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

July 11 — Newburgh Auto Auction, Newburgh, N.Y.

July 12 — Atlanta Auto Auction, Red Oak, Ga.; Baltimore-Washington Auto Exchange, Baltimore; Concord Auto Auction, Acton, Mass.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Lakeland Auto Auction, Lakeland, Fla.; and Southern California Auto Auction, Fontana, Calif.

July 13 — Auto Auction of Billings, Billings, Mont.; Ohio Auto Auction, Grove City, Ohio; Texas Hobby Auto Auction, Houston; St. Louis Auto Auction, St. Louis; and Greensboro Auto Auction Greensboro, N.C.

July 18 — Greater Chicago Auto Auction, Chicago; Harrisonburg Auto Auction, Harrisonburg, Va.; and Bay Cities Auto Auction, Hayward, Calif.

July 19 — Northway Auto Auction, Clifton Park, N.Y.; Albuquerque Auto Auction, Albuquerque, N.M.; Clanton's Auto Auction, Darlington, S.C.; Fort Worth Auto Auction, Fort Worth, Texas; Indianapolis Auto Auction, Indianapolis; and Greater Tampa Bay Auto Auction, Tampa, Fla.

General Motors

July 5 — Atlanta Auto Auction, Atlanta; Puget Auto Auction, Auburn, Wash.; Baltimore-Washington, Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha, Neb.

July 6 — Mid Ark Auto Auction, North Little Rock, Ark.; Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, St.Louis; and Utah Auto Auction, West Bountiful, Utah

July 11 — Auto Dealers Exchange of Birmingham, Moody, Ala.; National Auto Dealers Exchange, Bordentown, N.J.; and Florida Auto Auction of Orlando, Ocoee, Fla.

July 12 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Statesville Auto Auction, Statesville, N.C.

July 13 — Denver Auto Auction, Aurora, Colo.; Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Pa.; and Nashville Auto Auction, Nashville, Tenn.

July 18 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Manheim Auto Auction, Manheim, Pa.

Chrysler Motors

July 5 — Arena Auto Auction, Chicago; A.D.E. of Birmingham, Birmingham, Ala.; and Butler Auto Auction, Gibsonia, Pa.

July 6 — American Auto Auction, Walpole, Mass.; Portland Auto Auction, Portland, Ore.; San Antonio Auto Auction, San Antonio, Texas; Northway Exchange Auto Auction, Clifton Park, N.Y.; Aptco Auto Auction, Taylor, Mich.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; Southwest Auto Auction, Phoenix, Ariz.; Ark-La-Tex Auto Auction, Shreveport, La.; Nashville Auto Auction, Nashville, Tenn.; Riverside Auto Auction, Riverside, Calif.; and Greensboro Auto Auction, Greensboro, N.C.

July 7 — Manheim Auto Auction, Manheim, Pa.

July 11 — Clanton's Auto Auction, Darlington, S.C.; Southern Auto Auction, Warehouse Point, Conn.; Hatfield Auto Auction, Hatfield, Pa.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; Dallas Auto Auction, Grand Prairie, Texas; and Florida Auto Auction of Orlando, Ocoee, Fla.

July 12 — Denver Auto Auction, Aurora, Colo.; Minneapolis Auto Auction, Plymouth, Minn.; and West Palm Beach Auto Auction, West Palm Beach, Fla.

Used car sales

Auction averages

June '88	$5,455
May '89	$5,625
June '89	$5,932

Source: NADA Official Used Car Guide

Model-year breakdown

Year	April	May	June
1989	$11,334	$11,489	$10,765
1988	8,403	8,442	7,998
1987	6,410	6,279	5,965
1986	5,514	5,414	5,200
1985	4,457	4,397	4,264
1984	3,681	3,580	3,447
1983	2,843	2,707	2,563
1982	2,158	2,114	2,033
Overall Average	$5,817	$5,825	$5,455

Source: NADA Official Used Car Guide

Potamkin sells N.Y. cellular phone firm

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Megadealer Victor Potamkin has sold his Manhattan cellular phone operation to NYNEX Mobile Communications.

Potamkin Communications began selling, installing and servicing cellular phones at the inception of cellular phone service here five years ago.

Potamkin was an agent for NYNEX, which owns New York Telephone, the area's phone company. During the last two years, NYNEX has bought out all but one of its half-dozen independent sales and service facilities, said NYNEX Mobile Communications spokesman Jim Gerace.

NYNEX will take over the cellular phone operation at its site on 11th Avenue. It adjoins the West Side branch of the former Potamkin Cadillac Corp., which Potamkin sold to Roger Penske in 1987.

Whether Potamkin's three remaining dealerships in Manhattan will continue to sell cellular phones is "subject to negotiation," Gerace said.

U.S. AUTOMOTIVE TRADE BY VALUE

(x $1,000)

Passenger cars

Country	Trade	March 1988	March 1989	April 1987-March 1988	April 1988-March 1989
Japan	Export	$ 24,367	$ 18,288	$ 106,686	$ 291,277
	Import	1,352,140	1,744,853	21,232,893	20,331,224
Canada	Export	719,892	518,254	6,085,013	5,783,141
	Import	1,265,418	1,143,554	10,691,621	13,185,134
West Germany	Import	653,077	559,172	5,409,345	6,134,446
South Korea	Import	164,627	216,599	2,442,955	2,449,423
Sweden	Import	137,378	165,353	1,773,397	1,884,056
Mexico	Import	182,775	119,622	1,310,926	1,234,797
Yugoslavia	Import	14,074	0	137,999	41,572
United Kingdom	Import	129,886	111,783	1,231,585	937,812
Italy	Import	23,171	24,464	192,545	149,290
France	Import	19,794	6,817	207,833	158,534
Brazil	Import	17,921	14,384	301,592	316,906
Others	Export	154,713	164,125	1,082,415	1,852,928
	Import	17,318	54,240	299,439	327,978
Car total	Export	898,972	700,667	7,274,114	7,927,346
	Import	3,897,579	4,160,840	48,232,130	47,151,171
Trade balance		(2,998,607)	(3,460,173)	(40,958,016)	(39,223,825)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	$ 183,606	$ 174,985	$ 1,718,451	$ 1,585,881
	Import	287,772	456,998	2,136,493	3,988,934
Japan	Import	350,059	320,089	3,866,948	3,160,641
Mexico	Import	230	68	60,684	2,816
Others	Export	43,105	24,715	245,604	371,489
	Import	20,446	10,536	98,548	130,156
Truck total	Export	226,711	199,700	1,965,055	1,957,370
	Import	658,506	787,691	6,162,673	7,282,548
Trade balance		(431,795)	(587,991)	(4,197,618)	(5,325,178)
Car and truck total	Export	1,125,683	900,367	9,239,169	9,884,716
	Import	4,556,085	4,948,531	54,394,803	54,433,719
VEHICLE TRADE BALANCE		(3,430,402)	(4,048,164)	(45,155,634)	(44,549,003
TOTAL U.S. Merchandise trade (customs value)	Export	26,877,000	30,781,800	272,105,100	334,400,200
	Import	36,643,700	39,640,200	419,109,300	448,756,200
TRADE BALANCE		(9,766,700)	(8,858,400)	(147,004,200)	(114,356,000)

U.S. AUTOMOTIVE TRADE BY QUANTITY

Passenger cars

Country	Trade	March 1988	March 1989	April 1987-March 1988	April 1988-March 1989
Japan	Export	2,150	1,141	7,551	22,605
	Import	145,343	178,420	2,377,383	2,148,389
Canada	Export	70,483	43,359	589,251	550,989
	Import	113,957	99,875	975,247	1,177,313
West Germany	Import	27,757	24,004	348,927	252,509
South Korea	Import	30,037	37,966	469,262	437,882
Sweden	Import	8,841	10,372	121,988	118,794
Mexico	Import	11,368	13,274	144,739	142,948
Yugoslavia	Import	5,386	0	54,002	14,826
United Kingdom	Import	4,962	3,572	49,347	30,325
Italy	Import	1,194	956	8,964	5,174
France	Import	2,149	532	21,207	14,638
Brazil	Import	3,168	2,358	59,017	54,183
Others	Export	11,881	12,904	81,305	147,013
	Import	1,061	3,359	19,337	21,054
Car total	Export	84,514	57,404	678,107	720,607
	Import	355,223	374,688	4,649,420	4,418,033
TRADE BALANCE		(270,709)	(317,284)	(3,971,313)	(3,697,426)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	18,432	16,401	173,930	152,250
	Import	24,566	36,071	210,632	345,331
Japan	Import	62,901	50,086	594,346	516,156
Mexico	Import	2	17	7,399	43
Others	Export	3,133	1,988	19,481	30,574
	Import	173	489	814	6,270
Truck total	Export	21,565	18,389	193,411	182,824
	Import	87,642	86,663	913,191	867,800
Trade balance		(66,077)	(68,274)	(719,780)	(684,976)
Car and truck total	Export	106,079	75,793	871,518	903,431
	Import	442,865	461,351	5,562,611	5,285,833
TRADE BALANCE		(336,786)	(385,558)	(4,691,093)	(4,382,402)

Compiled by Automotive News from official statistics of the U.S. Commerce Department, as reported by the U.S. International Trade Commission. Because of rounding, figures may not add to the totals shown.

Auto trade deficit rises for 2nd month in a row

WASHINGTON — The U.S. automotive trade deficit by value in passenger cars and light trucks increased 18 percent in March. Export value fell 20 percent for the month, while import value increased 8.6 percent.

The auto trade deficit in February had increased 14.2 percent over the same period a year ago.

Despite the two-month increase in the deficit, on an annualized basis, the deficit is lower for April 1988 through March 1989, compared with the year-earlier period. The deficit totaled $44.55 billion for the 12-month period through March compared with $45.16 billion for the similar period a year earlier.

But for March alone, U.S. Commerce Department figures show a trade deficit for passenger cars and light trucks of $4.05 billion, compared with $3.43 billion a year earlier.

Total car and truck imports had a value of $4.95 billion during the month, up 8.6 percent over a year earlier. Car and truck exports were valued at $900.4 million.

Passenger-car exports totaled 57,404 units in March with an estimated value of $700.7 million. Light-truck exports for the month totaled 18,389 units with an estimated value of $199.7 million.

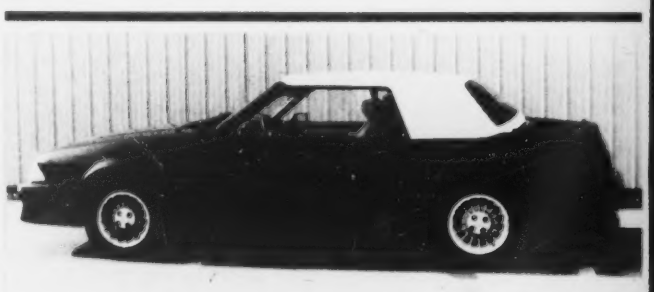
Passenger-car exports were down 46.9 percent to Japan and up 8.6 percent to nations labeled "others" by the U.S. Commerce Department.

On the import side in March, Japan registered a 22.8 percent increase in the number of cars shipped to the United States. The value of Japanese shipments increased 29.0 percent for the month. Both the value and quantity of Japanese truck imports declined.

Passenger-car imports from all countries reached 374,688 units for the month with a value of $4.16 billion. Light-truck imports totaled 86,663 units with a value of $787.7 million. The value of imported trucks surged 19.6 percent from one-year ago, while shipments declined 1.1 percent.

Truck-import value was up largely due to a 58.8 percent increase in the value of trucks shipped from Canada.

Japan's car shipments rose 22.8 percent to 178,420 units in March; truck shipments declined 20.4 percent to 50,086 units.



Hard top for ragtop

American Hardtops, Auburn Hills, Mich., has come up with a removable hardtop for 1987-1989 Ford Mustang convertibles. The 60-pound fiberglass top comes with a glass rear window and retails for $1,895.

German-produced TV series depicts auto's first 100 years

By John M. Clor
CHAIN NEWS SERVICE

Just in time for those lazy summer nights when cable television channel-hopping can bring sweat to the brow, along comes a 13-part visual history of the first 100 years of the automobile.

The German-produced series makes its U.S. television debut on The Discovery Channel at 9:30 p.m. EDT July 5.

The initial half-hour installment, "Self-Propelled Vehicles," takes the viewer through man's quest for mobility, from the invention of the wheel to the horseless carriage.

It does a thought-provoking job of tracing that progression, but it breaks down in spots. Splicing footage of early-1900s cars driving in country settings with modern heavy-traffic scenes — back and forth — is more of a distraction than a mood- or image-setter.

A re-creation of how early motorized vehicles were received by the public is hokey, with most of the actors better suited for "Monty Python" comedies.

The second episode, "It All Started with Karl Benz," chronicles the contributions of Benz and others and Henry Ford's idea of using an assembly line for mass production. It includes vintage factory film footage.

Episode three, "Motorization Takes Off," depicts how cars progressed from playthings for the rich to mobility for the masses, especially in the case of the Model T and the Volkswagen Beetle. It concludes with the mention of the rise of Japanese makers' technological leadership into the 1980s.

The fourth chapter is titled "The Power of the Engine." It describes basic concepts behind the internal combustion engine and its related components, with a good bit of animation tossed in for clarity. It follows development and refinement and adds some scenes from the early world of racing.

The historical aspect of the first four installments has a distinct European perspective and helps the viewer realize that the creation and evolution of the automobile is truly a multi-national phenomenon. The overall view may be enlightening to those Americans who still believe that the early automotive universe revolved solely around Detroit.

The series runs through early October.

INCENTIVES

FROM PAGE 1

Earlier this year, GM said it was eliminating the carryover allowance. Historically, GM paid dealers 5 percent of the retail price of the base car plus factory installed options on vehicles left in the dealer's inventory when the next model year starts.

The percentage has been scaled back in recent years because dealers had to contribute to massive model-year retail clean-up programs.

Without offering details, GM said the automaker would help dealers clean out 1989 inventory. Without a firm successor program, dealers who feared they would be stuck with a glut of old models next fall were discouraged from ordering at the end of the model year.

One plan under consideration is to offer the dealer the choice of a percentage of the invoice for each car sold or a specific dollar amount for every car sold. Another proposal would have GM set specific sales targets for each dealer based on the number of vehicles in a dealer's inventory. Dealers, for example, would be given a certain amount of cash if they meet up to 50 percent of the target and an even larger amount — probably double — if they achieve more than 50 percent of their target. GM would give dealers some of the money in advance to be used for marketing.

Discussions inside GM and in GM's advisory group of dealers and division sales managers have been heated regarding the next round of incentives, particularly due to GM's high inventories, according to dealer sources.

GM had nearly a million cars in inventory as of June 1, about 110,000 more than at the same point a year earlier.

Each plan proposed has been weighed for impact on individual divisions. Each division has its own set of problems and GM executives don't want to put an incentive program into effect that will work to the advantage of one division and the disadvantage of another, according to dealer sources.

For that reason, GM has considered offering different incentive programs for each division instead of one corporate program. Cadillac moved in that direction, announcing $1,000 rebates on DeVille, Fleetwood, Seville, Eldorado and Brougham from July 1 to Sept. 27. No dealer financial participation is required, and cars must be purchased from dealer stock.

Another delay in the decision on cleanup incentives has been Chevrolet. Chevrolet executives fear that if GM announces incentives first, Ford will outdo them and Chevrolet will be at a disadvantage, according to dealer sources. Chevrolet has been fighting a losing battle in recent years for sales supremacy over Ford.

Some dealer representatives and divisional executives lobbied to eliminate cash rebates to buyers to give the cash to dealers to use as they see fit for marketing in their local areas. Some executives within GM adamantly oppose that plan.

Dealer sources, however, say the cash-to-dealers idea has gained some support as the current incentives have failed to boost sales.

In other incentive news, Oldsmobile announced that it has increased the cash rebate on its 1989 Cutlass Ciera from $800 to $1,000. Dealer participation also increased on that model from $200 to $250. The new offer began June 24 and expires July 10.

BMW last week announced a $5,000 incentive to dealers on the 735 models if dealers place them into their demonstrator service for two months.

Ford shuts 2 Taurus plants as dealers shun buildout cars

By Dutch Mandel
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Ford Motor Co. will shut down for a week two assembly plants that build the popular Ford Taurus and Mercury Sable because of dealer hesitancy to order 1989 models during the buildout period.

Ford has not yet told dealers if it will help them sell the late-1989 models. The company has warned them not to count on the traditional 5 percent carryover allowance on cars in inventory at the end of a model year.

The closings will add one week of layoff to the end of a standard two-week summer vacation for some 4,450 hourly employees at Ford's Atlanta and Chicago plants. A two-week vacation began today at all Ford plants.

Ford will idle the Chicago and Atlanta plants the week of July 17, knocking out production of some 10,500 Taurus and Sable models.

Dealers have reduced orders for 1989 models as they have begun ordering the 1990s.

Ford also closed its Oakville, Ontario, plant last week to reduce inventories of its Ford Tempo and Mercury Topaz cars built there. At the beginning of June, Ford had an 89-day supply of Tempo and an 83-day supply of Topaz cars.

Dealers and the automakers have seen industrywide inventories of unsold cars increase, although demand for Taurus and Sable has kept supplies below the industry-standard "comfort" zone of a 60-day supply.

In previous years, the carryover allowance was 5 percent of the sticker price of vehicles left in inventory at the start of a new model year.

Early this year, General Motors told its dealers it would drop its 5 percent payment. Ford followed suit.

The Ford allowance will be doled to dealers only if GM reinstates its carryover allowance, a company spokesman said.

Only GM and Ford offer carryover allowances to their dealers.

Last month, the Ford Dealer Council sent a letter to the company warning that it could lose sales momentum and market share if Ford drops the allowance.

The letter said the dealer council views the allowance as compensation for ordering cars that are essentially a year old. If the payout is dropped, the letter warned, dealers will have little justification for stocking the late 1989 models.

Ford said it is watching GM's moves and will do what it must to remain competitive.

"We have told them (dealers) not to count on" the carryover allowance, a Ford spokesman said. "We will do what it takes to be competitive and to maintain a steady production flow in the 1990 model year. But we've told them, 'Don't count on it.' "

QUALITY

FROM PAGE 1

dential J.D. Power report shows the Buick LeSabre was among the top 10 performers in five main quality problem areas of the vehicle. The LeSabre joined the Mercedes 190 as the model with the second best quality consistency.

At the top of the improvement league, Eagle/Renault made gains of 48 percent compared with an industry average of 12 percent. Chrysler improved 23 percent.

The 1989 J.D. Power survey saw the German nameplates overtake the domestic industry due to a big effort by Volkswagen to reduce problems per 100 cars by 43, down to 174. The Germans, on average, had 153 problems compared to the domestic average of 163.

The impressive detail of the survey makes it possible to analyze which models scored best and worst by various problem areas.

The Yugo scored worst for engine, interior, transmission and steering and handling problems, while the Alfa Romeo Milano had the worst performance for electrical/accessories, squeaks and rattles and temperature control. The best models for engines and interiors were, respectively, the Acura Integra and Honda Prelude. There was a tie on transmissions: No complaints were registered against the Porsche 911, Buick Riviera and Plymouth Acclaim. Honda's Civic CRX and Accord tied for fewest problems with electrical/accessories, Mazda's 929 was best on squeaks and rattles, while Acura Legend, Buick Reatta and Toyota MR2 tied on temperature control.

Five cars — the Isuzu I-Mark, Golf GTI, Buick Electra, Subaru 3-door Coupe and Mercedes S-class — tied with no complaints on water leaks, while the Pontiac Firebird was worst in this category.

Plymouth Acclaim scored zero complaints on brakes, while Sterling was worst. Hyundai's new Sonata finished last in exterior paint and moldings, while Porsche 911 was best. Daihatsu's Charade had fewest body complaints, contrasted to the Oldsmobile Custom Cruiser, which had the most.

On steering and handling, Cadillac Allante, Dodge Spirit and Nissan 300ZX tied for fewest problems. Pontiac Sunbird was best on wind noise, while Mitsubishi Mirage was worst.

The 3 series is BMW's model with the fewest initial faults, 154, which compares poorly with the rival Mercedes 190, at 100. The 750il had 190 problems, the 535i had 193 and the 525i logged 223 problems per 100 cars.

Despite a high number of faults, Sterling (still selling 1988 cars) and Peugeot achieved big improvements. In contrast, Jaguar XJ-S with 291 problems per 100 cars hardly improved over the 12 month period.

The survey also revealed that despite assurances that U.S. transplant vehicles are the same quality as those built in Japan, Honda's U.S.-built Accords logged 11 more problems per 100 cars than those built in Japan.

NEW CAR INITIAL QUALITY NAMEPLATE RANKING 1989

Problems reported per 100 cars

Mercedes-Benz	103	BMW	174
Porsche	106	Volkswagen	174
Nissan	111	Isuzu	176
Honda	111	Hyundai	178
Toyota	117	GEO	179
Acura	120	Volvo	180
Buick	121	Pontiac	188
Mazda	133	Dodge	189
Mercury	134	Audi	192
Daihatsu	140	Chevrolet	194
Lincoln	142	Eagle/Renault	207
Oldsmobile	142	Merkur	226
Cadillac	145	Jaguar	246
INDUSTRY	153	Saab	268
Ford	154	Peugeot	306
Subaru	154	Suzuki	315
Plymouth	158	Sterling	376
Chrysler	160	Alfa Romeo	524
Mitsubishi	160	Yugo	557

Source: J.D. Power and Associates

10 BEST MODELS

1. Nissan Maxima
2. Buick LeSabre
   Toyota Corolla
4. Ford Crown Victoria
5. Mercedes-Benz S class
6. Mercury Tracer
7. Toyota Cressida
8. Subaru sedan
   Subaru 3-door coupe
10. Buick Riviera
    Mercedes-Benz 190E/D

10 WORST MODELS

145. Jaguar XJ-S
146. Saab 900
147. Chevrolet Camaro
148. Suzuki Swift
     Peugeot 405
150. Hyundai Sonata
151. Sterling 825
152. Alfa Romeo convertibles
153. Yugo
154. Alfa Romeo Milano

Source: J.D. Power and Associates

Dealer ratings don't mimic cars' records

While Jaguar finished in the bottom 10 in J.D. Power and Associates' 1989 Initial Quality Survey, its dealers were second in their ability to fix customers' problems.

Conversely, companies with high scores for building the cars with the fewest defects, most notably American Honda and its upscale Acura Division, have dealers who have a much harder time fixing the problems that confront them.

And although Chrysler Motors dealers led the industry in their ability to fix problems, Buick and Mercury were the only ones able to fix nearly 60 percent of the initial problems while building cars with fewer faults than the industry average.

Power, a market research firm in Agoura Hills, Calif., concluded that cars with more problems are generally sold by dealers who do a better job of correcting them.

No Japanese nameplate beat the industry average for entirely fixing faults affecting new cars. In its 1988 study, Power ranked Asian dealers worst in the industry for fixing early faults and noted that fewer than half the initial problems are taken back to the dealer to be fixed.

"With fully half of all problems encountered by Asian car owners not being taken to a dealer (up 10 percentage points over 1988), it may be that the word has gotten out that dealers provide less than a 50/50 chance of repairing problems even if an owner does take them to a dealership," Power said.

Honda cars are ranked fourth for fewest problems the first 90 days of ownership, but its dealers fix entirely only 44 percent of faults brought in by customers, the third worst performance in the industry, according to the survey. Acura dealers achieve a complete cure for just 45 percent compared with an industry average of 53 percent, Power said.

Of the 12 types of problems analyzed in the study, dealers have their greatest success in fixing electrical/accessory problems, with 69 percent fixed completely. They are least able to fix wind noise, with a 37 percent success rate.

PROBLEM RESOLUTION AT THE DEALER NETWORK LEVEL

	1989 Problems per 100 cars	% of Problems taken to dealer	% fixed entirely
Chrysler	160	80	61
Jaguar	246	85	60
Buick	121	75	60
Mercury	134	71	59
Volvo	180	79	59
Audi	192	71	58
Oldsmobile	142	70	58
Sterling	376	80	57
Cadillac	145	83	57
Volkswagen	174	54	57
Lincoln	142	73	56
Chevrolet	194	69	55
Dodge	189	65	54
Pontiac	188	69	54
Saab	268	82	53
INDUSTRY	153	64	53
Subaru	154	55	53
Plymouth	158	61	52
Alfa Romeo	524	79	52
Hyundai	178	44	52
Mercedes-Benz	103	80	52
BMW	174	81	51
Merkur	226	73	50
Porsche	106	81	50
Ford	154	59	50
Daihatsu	140	49	50
Mitsubishi	160	53	49
Nissan	111	52	49
Peugeot	306	73	49
Toyota	117	44	47
Suzuki	315	60	46
Eagle/Renault	207	63	46
Mazda	133	56	45
Acura	120	59	45
GEO	179	53	44
Honda	112	53	44
Yugo	557	79	43
Isuzu	176	47	38

SOURCE: J.D. Power and Associates

PRODUCTION

Auto output slides 10% to 127,175

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Scheduled domestic auto output declined nearly 10 percent last week as Ford Motor Co. closed its Escort assembly plants in Wayne, Mich., and Edison, N.J., because of high inventories.

Automakers targeted production of 127,175 units, the lowest of any full work week this year. Last week's output was 9.86 percent below the prior week's 141,086 and 20.33 percent below the year-ago week's 159,618.

Last week's estimated production was split as follows: General Motors, 46.81 percent; Ford Motor Co., 23.18 percent; Chrysler Motors, 12.27 percent; Honda of America Manufacturing, 6.05 percent; New United Motor Manufacturing Inc., 3.15 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 2.73 percent; Toyota Motor Manufacturing U.S.A., 2.67 percent; Nissan Motor Manufacturing Co. U.S.A., 1.93 percent; and Diamond-Star Motors, 1.21 percent.

Truck production was scheduled at 80,578 units last week, 3.36 percent below the previous week's 83,379 but 3.79 percent more than the year-ago week's 77,637.

Ford shut all its car and truck plants today for vacation. The Chicago and Atlanta plants, which build Ford Taurus and Mercury Sable, will be closed until July 24; the others will reopen July 17.

Chrysler's Toledo, Ohio, (No. 2) plant closed last week for model changeover and will be down until July 24. The company's Warren, Mich., and St. Louis (No. 1) plants remain idle for model changeover.

Two transplant companies and one joint-venture operation are closed this week for vacation. Honda and Diamond-Star will return July 10; Nissan, July 17.

All car and truck plants will be closed tomorrow for the July 4 holiday.

High stocks cut Canadian build

Last week's scheduled Canadian car output dipped from the previous and year-ago weeks' builds as two plants were closed because of slow sales.

Automakers targeted assembly of 17,415 cars last week, 23.74 percent below the prior week's 22,836 and 19.87 percent below the year-ago week's 21,734.

Truck output slipped to 20,373 units last week, 4.98 percent below the previous week's 21,441 but 34.48 percent above the year-ago week's 15,149. The 1988 week included the Canada Day holiday.

Ford Motor Co. closed its Oakville, Ontario, plant last week because of high inventories of its Tempo and Topaz models. The plant will be idle until July 17 for vacation.

Chrysler Motors' Bramalea, Ontario, plant was down last week because of high inventories of its Premier models. The plant will remain closed for vacation and model changeover until July 31.

All plants are closed today in observance of Canada Day.

U.S. CAR	Week Ended July 1, 1989	Week Ended July 2, 1988	Week Ended June 24, 1989	June to Est.	Jan. 1 to July 1, 1989	Jan. 1 to July 2, 1988
Horizon	900	1,972	1,091	3,840	11,527	51,015
Sundance	2,500	2,617	2,639	11,113	62,461	54,482
Reliant	0	2,163	0	0	0	56,495
Acclaim	2,900	0	3,267	14,711	67,933	0
Caravelle	0	0	0	0	0	9,743
Gran Fury	0	304	0	0	0	7,538
Total Plymouth	6,300	7,056	6,997	29,664	141,921	179,273
LeBaron K	0	0	0	0	0	7,955
LeBaron J	0	2,023	0	3,332	55,273	41,593
LeBaron GTS	0	322	0	0	2,946	4,815
N. Yorker C-Class	1,700	2,835	2,473	8,392	57,245	63,380
Fifth Avenue	0	320	0	0	0	15,314
Total Chrysler	1,700	5,500	2,473	11,724	115,464	131,357
Omni	800	1,906	935	3,668	12,637	50,487
Daytona	0	2,056	0	2,184	46,536	40,524
Shadow	2,000	2,245	2,208	9,265	59,283	55,515
Aries	0	1,885	0	0	0	48,330
Dodge 600	0	0	0	0	0	8,558
Dynasty	3,000	2,432	3,999	14,183	83,075	57,871
Lancer	0	171	0	0	1,528	5,204
Spirit	1,800	0	1,963	9,259	58,380	0
Diplomat	0	485	0	0	0	11,701
Total Dodge	7,600	11,182	9,105	38,558	261,439	278,190
CHRYSLER MOTORS	15,600	23,736	18,575	79,947	518,824	588,820
Escort	0	9,413	8,216	20,518	167,939	203,190
Mustang	4,487	4,421	4,544	18,795	118,201	110,724
Tempo	2,826	3,881	2,864	12,456	81,050	103,382
Taurus	8,003	9,801	8,032	34,505	205,368	214,981
Thunderbird	2,754	3,267	2,843	13,938	88,521	84,921
Total Ford Div.	18,070	30,783	26,499	100,212	661,079	717,198
Topaz	1,572	1,517	1,536	6,542	37,358	38,749
Cougar	2,772	3,243	2,636	10,979	74,275	64,467
Sable	2,485	3,050	2,484	10,740	66,521	74,233
Total Mercury	6,829	7,810	6,656	28,261	178,154	177,449
Continental	1,375	749	1,426	6,141	37,487	23,746
Mark VII	456	366	446	1,961	13,221	13,029
Lincoln	2,754	2,209	2,819	12,060	69,805	75,730
Total Lincoln	4,585	3,324	4,691	20,161	120,513	112,505
Total L-M Division	11,414	11,134	11,347	48,422	298,667	289,954
FORD MOTOR CO.	29,484	41,917	37,846	148,634	959,746	1,007,152
Skyhawk	0	16	0	0	6,857	11,374
Skylark/Somerset	1,414	1,640	1,316	6,006	31,082	26,608
Century	2,820	3,414	2,767	11,978	65,064	60,574
Riviera	0	129	0	818	11,348	3,595
Electra	1,162	2,009	1,344	5,907	43,168	47,202
LeSabre (fwd)	4,060	2,500	4,038	13,780	80,857	66,127
LeSabre (rwd)	95	173	94	4,498	8,056	5,226
Reatta	0	158	0	58	3,140	3,257
Total Buick	9,551	10,039	9,559	43,046	249,572	223,963
Cimarron	0	0	0	0	0	3,696
Eldorado	0	1,047	0	2,326	19,104	23,092
Seville	0	596	0	1,666	13,996	14,319
Brougham (rwd)	1,225	82	626	3,293	20,506	18,466
Deville (fwd)	3,666	3,607	4,022	17,037	112,872	94,384
Allante	75	0	0	249	1,663	1,135
Total Cadillac	4,966	5,332	4,648	24,571	168,141	155,092
Cavalier	6,973	7,495	6,951	30,440	201,315	187,778
Camaro	2,875	2,501	2,763	12,031	66,234	47,429
Celebrity	2,155	5,380	2,297	9,511	68,492	100,338
Corsica/Beretta	8,845	9,299	8,951	38,574	221,175	216,939
Caprice	4,015	4,666	4,107	17,613	105,346	106,839
Corvette	463	442	560	2,322	13,719	11,176
Total Chevrolet	25,326	29,783	25,629	110,491	676,281	670,499
Calais	2,186	2,910	2,074	9,383	51,689	63,571
Firenza	0	0	0	0	0	5,220
Cutlass Ciera	1,545	1,913	1,954	7,989	45,359	10,220
Cutlass Supreme	0	3,764	0	1,007	51,125	108,282
Toronado	0	415	0	442	4,845	9,999
88 (fwd)	2,666	3,359	2,938	12,261	84,277	87,994
88 (rwd)	310	141	266	1,003	4,515	6,121
Olds 96	930	1,629	1,032	4,428	41,799	43,162
Total Oldsmobile	7,637	14,131	8,264	36,514	283,609	334,569
Sunbird	3,147	1,963	3,169	13,516	80,609	56,738
Grand Am	4,800	5,359	4,580	20,567	129,662	130,458
Firebird	1,440	1,580	1,354	5,924	36,145	34,414
Grand Prix	0	3,073	0	1,275	69,565	68,442
Pontiac 6000	825	1,606	884	3,769	42,292	40,952
Bonneville	1,846	2,766	2,584	8,935	51,986	60,849
Safari/Parisienne	0	106	0	223	2,690	4,239
Fiero	0	477	0	0	0	10,650
Total Pontiac	12,058	16,932	12,571	54,209	412,949	406,742
GENERAL MOTORS	59,538	76,217	60,671	268,831	1,790,552	1,790,865
DIAMOND-STAR	1,536	0	1,532	6,766	26,493	0
HONDA	7,690	7,480	7,733	33,107	198,219	191,313
Civic	2,700	2,380	2,729	11,734	67,395	52,405
Accord	4,990	5,100	5,004	21,374	130,824	138,908
MAZDA	3,474	3,002	4,359	18,099	119,630	47,850
NISSAN	2,453	2,664	2,813	12,301	61,837	53,471
NUMMI	4,000	2,600	4,115	17,991	103,286	82,900
Corolla	1,600	960	1,621	7,053	41,638	30,442
Geo Prizm/Nova	2,400	1,640	2,494	10,938	61,648	52,458
TOYOTA	3,400	0	3,442	14,450	58,798	0
VOLKSWAGEN	0	2,000	0	0	0	32,890
Golf/GTI	0	2,000	0	0	0	27,337
Jetta	0	0	0	0	0	5,553
Total Cars, U.S.	127,175	159,618	141,086	600,126	3,837,185	3,795,261
Total Cars, Canada	17,415	21,734	22,836	91,614	520,678	615,437
U.S., Canada Cars	144,590	181,352	163,922	691,940	4,357,863	4,410,698
U.S. Canada Cars and Trucks	245,541	274,138	268,742	1,152,553	7,177,953	7,089,885

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended July 1, 1989	Week Ended July 2, 1988	Week Ended June 24, 1989	June to Est.	Jan. 1 to July 1, 1989	Jan. 1 to July 2, 1988
Premier	0	1,605	1,140	3,746	22,380	34,450
CHRYSLER MOTORS	0	1,605	1,140	3,746	22,380	34,450
Tempo	0	2,641	3,343	7,940	72,675	101,993
Topaz	0	1,306	1,440	3,384	30,760	36,448
Crown Victoria	2,427	2,284	2,504	11,015	68,788	71,824
Grand Marquis	2,373	2,325	2,383	10,755	74,384	71,831
FORD MOTOR CO.	4,800	8,558	9,670	33,093	246,627	282,096
Celebrity	993	548	822	4,195	11,648	11,788
Cutlass Ciera	1,367	5,783	2,101	9,627	83,951	147,586
Lumina	6,375	0	5,241	23,837	62,576	0
Pontiac 6000	0	1,105	0	0	0	29,195
Regal	1,600	3,132	1,423	6,993	40,222	87,124
GENERAL MOTORS	10,335	10,568	9,587	44,652	198,397	275,693
HONDA	1,650	840	1,803	7,498	42,503	19,483
TOYOTA	450	0	456	2,033	6,268	0
VOLVO	180	183	180	792	4,503	3,715
Total Cars, Canada	17,415	21,734	22,836	91,814	520,678	615,437

U.S. TRUCK☆	Week Ended July 1, 1989	Week Ended July 2, 1988	Week Ended June 24, 1989	June to Est.	Jan. 1 to July 1, 1989	Jan. 1 to July 2, 1988
Caravan	1,800	1,569	2,298	9,456	58,093	52,134
Dakota	0	2,507	0	5,304	55,031	59,737
Caravan C/V	100	290	147	577	4,553	8,160
Ram pickups	0	2,424	0	5,357	55,132	38,418
Total Dodge	1,900	6,790	2,445	20,694	172,809	158,449
Cherokee	4,100	3,739	4,355	20,407	121,944	95,804
Comanche	500	879	521	2,462	16,714	24,448
Grand Wagoneer	0	351	160	918	6,853	7,930
Wagoneer	100	0	102	429	4,394	6,386
Total Jeep	4,700	4,969	5,138	24,217	149,905	139,768
Voyager	1,700	1,661	2,126	8,774	55,045	47,942
Town & Country	100	0	211	783	1,402	0
Total C-P Div.	1,800	1,661	2,337	9,557	56,447	47,942
CHRYSLER MOTORS	8,400	13,420	9,920	54,467	379,161	346,159
Aerostar	5,000	0	4,362	20,677	127,802	109,133
Bronco	1,369	1,227	1,357	6,053	42,934	32,437
Bronco II	2,878	2,556	2,958	12,529	69,814	69,832
Econoline	4,297	4,680	4,989	21,219	129,042	130,007
Heavy trucks	1,292	0	1,302	5,588	35,273	35,060
Light trucks	11,606	10,378	11,635	50,250	292,394	266,818
Ranger	7,334	7,853	7,641	32,144	183,150	191,464
Total Ford Div.	33,776	26,694	34,244	148,461	878,409	834,751
FORD MOTOR CO.	33,776	26,694	34,244	148,461	878,409	834,751
Astro	2,968	3,213	3,000	12,973	87,320	89,370
Blazer	565	561	570	2,557	14,820	14,581
Mediums/Heavies	0	376	0	0	1,312	9,181
P-Model	815	804	860	3,649	18,746	20,646
Pickups	7,811	6,581	7,586	33,604	207,658	175,234
S-10	5,246	6,127	5,630	22,570	140,337	151,402
S-10 Blazer	3,957	3,511	4,018	17,093	100,432	87,316
Sportsvan/Van	1,935	1,990	1,951	7,507	50,663	45,878
Suburban	1,596	1,650	1,595	7,224	41,414	38,658
Total Chevrolet	24,893	24,813	25,210	107,177	662,702	632,266
Jimmy	165	142	165	751	4,457	4,233
Mediums/Heavies	0	700	0	0	1,496	20,830
P-Model	120	194	90	482	2,487	3,079
Pickups	2,354	2,190	2,518	10,407	62,347	54,024
S-15	897	1,309	565	4,150	32,896	35,027
S-15 Jimmy	1,063	923	1,120	4,724	28,571	22,492
Safari	792	802	749	3,440	22,497	22,789
Suburban	599	461	610	2,706	16,415	17,820
Vandura/Rally Vans	523	480	546	2,105	13,810	18,728
Total GMC	6,513	7,201	6,363	28,765	184,976	199,022
GENERAL MOTORS	31,406	32,014	31,573	135,942	847,678	831,288
NAVISTAR	1,400	1,495	1,739	7,384	45,166	45,649
NISSAN	2,146	1,264	2,453	10,789	65,288	55,946
AM GENERAL	450	450	450	1,944	11,430	11,610
MISCELLANEOUS	3,000	2,300	3,000	13,000	71,600	59,340
Total Trucks, U.S.	80,578	77,637	83,379	371,967	2,298,732	2,184,743

CANADIAN TRUCK	Week Ended July 1, 1989	Week Ended July 2, 1988	Week Ended June 24, 1989	June to Est.	Jan. 1 to July 1, 1989	Jan. 1 to July 2, 1988
Caravan	2,506	2,196	2,942	12,427	77,600	76,459
Caravan C/V	323	231	390	1,600	6,901	7,582
Ram Wagon	710	450	695	2,276	15,162	13,020
Ram Van	1,640	1,203	1,745	5,653	39,005	33,613
Total Dodge	5,179	4,080	5,772	21,957	138,668	130,674
Voyager	2,372	1,669	2,907	11,909	69,417	69,733
Total Plymouth	2,372	1,669	2,907	11,909	69,417	69,733
Wrangler	2,074	793	1,922	8,318	44,245	25,946
Total Jeep	2,074	793	1,922	8,318	44,245	25,946
CHRYSLER MOTORS	9,625	6,542	10,601	42,184	252,330	226,353
FORD MTR (lt. trks.)	3,648	3,046	3,550	15,573	89,577	91,503
Light trucks	3,510	2,833	3,782	15,934	83,388	78,953
Vans	1,320	1,024	1,495	5,492	34,494	32,748
Total Chevrolet	4,830	3,857	5,277	21,425	117,882	111,701
Light trucks	1,370	917	1,065	5,623	38,077	41,847
Vans	630	581	677	2,646	16,912	17,175
Total GMC	2,000	1,498	1,742	8,269	54,989	59,022
GENERAL MOTORS	6,830	5,355	7,019	29,694	172,871	170,723
NAVISTAR	270	206	271	1,195	6,580	5,865
Total Trks., Canada	20,373	15,149	21,441	88,646	521,358	494,444
U.S., Canada Trks.	100,951	92,786	104,820	460,613	2,820,090	2,679,187

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.